

**Sales and Inventory Report**  
**Category - Residential**  
**Statistics for Entire MLS from 1/1/2001 - 12/31/2003**

Single family home sales in Charlottesville MSA  
 Provided by Jim Duncan | RealCentralVA.com  
 434-242-7140

Category:1  
 Property Type:DET  
 Area:01,05,08,10,13

Nest Realty, Charlottesville, VA

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
January	2001	124	\$27,141,779	\$225,825	\$218,885	\$161,500	76	76	96.92%	601	4.84
February	2001	120	\$28,482,678	\$243,738	\$237,355	\$198,700	79	79	97.38%	643	5.35
March	2001	151	\$30,098,966	\$199,886	\$199,330	\$162,500	80	80	99.72%	682	4.51
April	2001	141	\$30,043,015	\$222,666	\$213,071	\$159,000	67	67	95.69%	712	5.04
May	2001	217	\$47,093,917	\$220,962	\$217,022	\$175,000	61	61	98.21%	788	3.63
June	2001	280	\$67,614,181	\$247,166	\$241,479	\$189,135	61	61	97.69%	824	2.94
July	2001	259	\$60,647,093	\$239,203	\$234,158	\$185,900	64	64	97.89%	806	3.11
August	2001	239	\$58,771,878	\$252,201	\$245,907	\$183,900	66	66	97.50%	813	3.40
September	2001	144	\$34,149,309	\$245,262	\$237,147	\$180,450	66	66	96.69%	816	5.66
October	2001	176	\$40,746,424	\$236,534	\$231,513	\$184,750	73	73	97.87%	845	4.80
November	2001	172	\$40,832,615	\$240,371	\$237,398	\$192,487	68	68	98.76%	842	4.89
December	2001	151	\$32,451,242	\$219,896	\$214,908	\$175,000	78	78	97.73%	782	5.17
<b>Annual:</b>		<b>2174</b>	<b>\$498,073,097</b>	<b>\$234,457</b>	<b>\$229,104</b>	<b>\$179,900</b>	<b>69</b>	<b>69</b>	<b>97.71%</b>	<b>763</b>	<b>4.21</b>

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
January	2002	141	\$34,192,847	\$251,580	\$242,502	\$182,000	85	85	96.39%	787	5.58
February	2002	121	\$35,508,058	\$309,953	\$293,455	\$185,000	102	102	94.67%	792	6.54
March	2002	153	\$43,866,430	\$288,189	\$286,708	\$179,500	90	90	99.48%	836	5.46
April	2002	182	\$36,746,971	\$204,151	\$201,906	\$171,100	91	91	98.90%	800	4.39
May	2002	239	\$55,452,083	\$239,213	\$232,017	\$189,500	69	69	96.99%	814	3.40
June	2002	294	\$75,419,135	\$260,164	\$256,527	\$208,995	73	73	98.60%	814	2.76
July	2002	275	\$71,099,656	\$261,744	\$258,544	\$190,000	65	64	98.77%	822	2.98
August	2002	254	\$66,636,619	\$268,595	\$262,348	\$220,000	62	62	97.67%	858	3.37
September	2002	163	\$39,138,320	\$242,774	\$240,112	\$190,000	57	57	98.90%	857	5.25
October	2002	187	\$45,214,797	\$247,164	\$241,790	\$190,000	72	72	97.82%	856	4.57
November	2002	151	\$40,817,735	\$280,731	\$270,316	\$194,900	66	66	96.28%	874	5.78
December	2002	178	\$48,084,193	\$279,301	\$270,135	\$212,957	73	73	96.71%	815	4.57
<b>Annual:</b>		<b>2338</b>	<b>\$592,176,844</b>	<b>\$259,190</b>	<b>\$253,283</b>	<b>\$192,000</b>	<b>74</b>	<b>73</b>	<b>97.72%</b>	<b>827</b>	<b>4.24</b>

Month	Year	Monthly Sales	Monthly Volume	Avg List \$	Avg Sale \$	Median Sold \$	Avg DOM	Avg CDOM	% Sold/List	Current Inventory	Months Inventory
January	2003	131	\$36,685,373	\$291,476	\$280,041	\$211,000	87	87	96.07%	797	6.08
February	2003	113	\$26,559,758	\$241,882	\$235,042	\$210,000	69	69	97.17%	870	7.69
March	2003	158	\$42,585,376	\$281,730	\$269,527	\$199,950	87	87	95.66%	929	5.87
April	2003	171	\$45,668,177	\$273,063	\$267,065	\$226,950	75	75	97.80%	988	5.77
May	2003	232	\$62,716,879	\$276,622	\$270,331	\$195,750	72	72	97.72%	1009	4.34
June	2003	316	\$91,182,655	\$294,128	\$288,552	\$223,900	70	70	98.10%	1010	3.19
July	2003	303	\$92,050,718	\$313,984	\$303,797	\$245,000	79	79	96.75%	943	3.11
August	2003	277	\$83,787,283	\$315,645	\$302,481	\$237,098	59	59	95.82%	969	3.49
September	2003	217	\$62,310,672	\$294,324	\$287,145	\$212,382	76	76	97.56%	996	4.58
October	2003	210	\$65,278,937	\$322,373	\$310,852	\$224,750	82	82	96.42%	1034	4.92
November	2003	174	\$55,470,126	\$332,910	\$318,793	\$225,250	67	67	95.75%	1029	5.91
December	2003	175	\$53,035,396	\$312,300	\$303,059	\$231,900	71	71	97.04%	972	5.55
<b>Annual:</b>		<b>2477</b>	<b>\$717,331,350</b>	<b>\$298,975</b>	<b>\$289,596</b>	<b>\$221,500</b>	<b>74</b>	<b>74</b>	<b>96.86%</b>	<b>962</b>	<b>4.66</b>

<b>Annual:</b>	<b>2001 - 2003</b>	<b>6989</b>	<b>\$1,807,581,291</b>	<b>\$265,597</b>	<b>\$258,632</b>	<b>\$198,000</b>	<b>72</b>	<b>72</b>	<b>97.37%</b>	<b>851</b>	<b>4.38</b>
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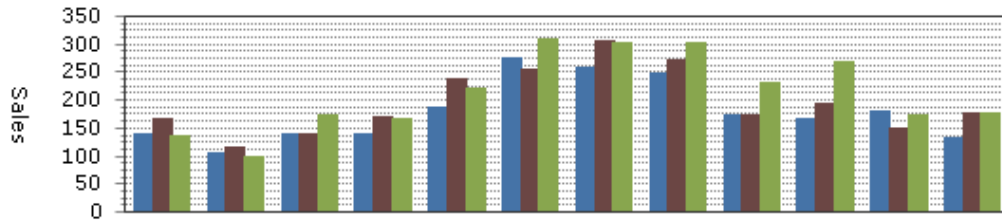
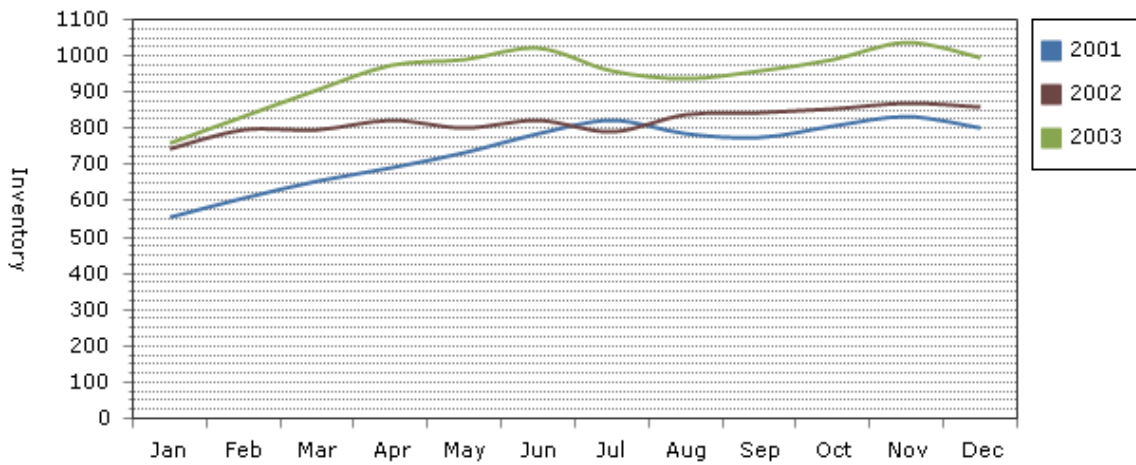
**Note:** The "Current Inventory" column(s) reflect the number of active(on market) listings on the 16th day of each month.

The "Months Inventory" column(s) value(s) equal "Current Inventory" divided by "Monthly Sales".

This reflects how many months it would take to sell out of inventory at the current month's rate of sale.

- Total Months Inventory = Total Current Inventory / (Total Monthly Sales/12 Months)

**Sales and Inventory: 1/1/2001 - 12/31/2003**



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 Jim Duncan - www.RealCentralVA.com - 434-242-7140  
 Prepared by JIM DUNCAN of NEST REALTY GROUP on Friday, January 31, 2014 7:14 AM.